

FY 2017 RESULTS

27TH FEBRUARY 2018



vidrala





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FY 2017 KEY FIGURES



	FY 2017	Change	Organic change <i>(on a like-for-like and constant currency basis)</i>
Net sales <i>(EUR million)</i>	822.7	+6.4%	+5.1%
EBITDA <i>(EUR million)</i>	194.5	+14.5%	+13.0%
Earnings per share <i>(EUR/share)</i>	3.61	+31.9%	
Free Cash Flow* <i>(EUR million)</i>	108.5	+5.8%	
Debt <i>(EUR million)</i>	487.3	+51.2%	
Debt /EBITDA** <i>(multiple)</i>	2.2x	+0.3x	

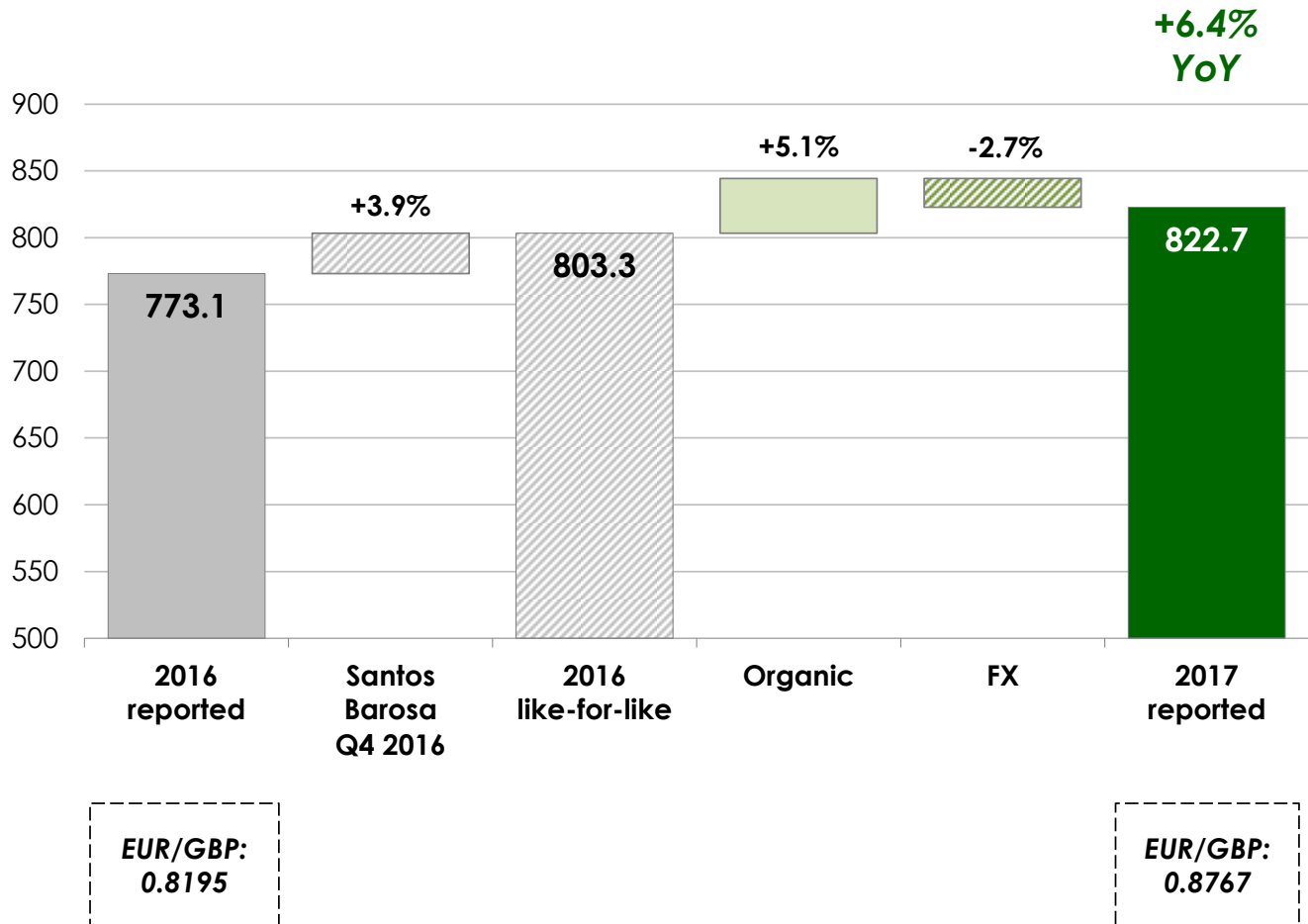


* Free cash flow before disbursements of funds for the acquisition of Santos Barosa, completed on October 13, 2017 for an enterprise value of EUR 252.7 million.
 ** EBITDA last twelve months proforma.



YEAR OVER YEAR CHANGE

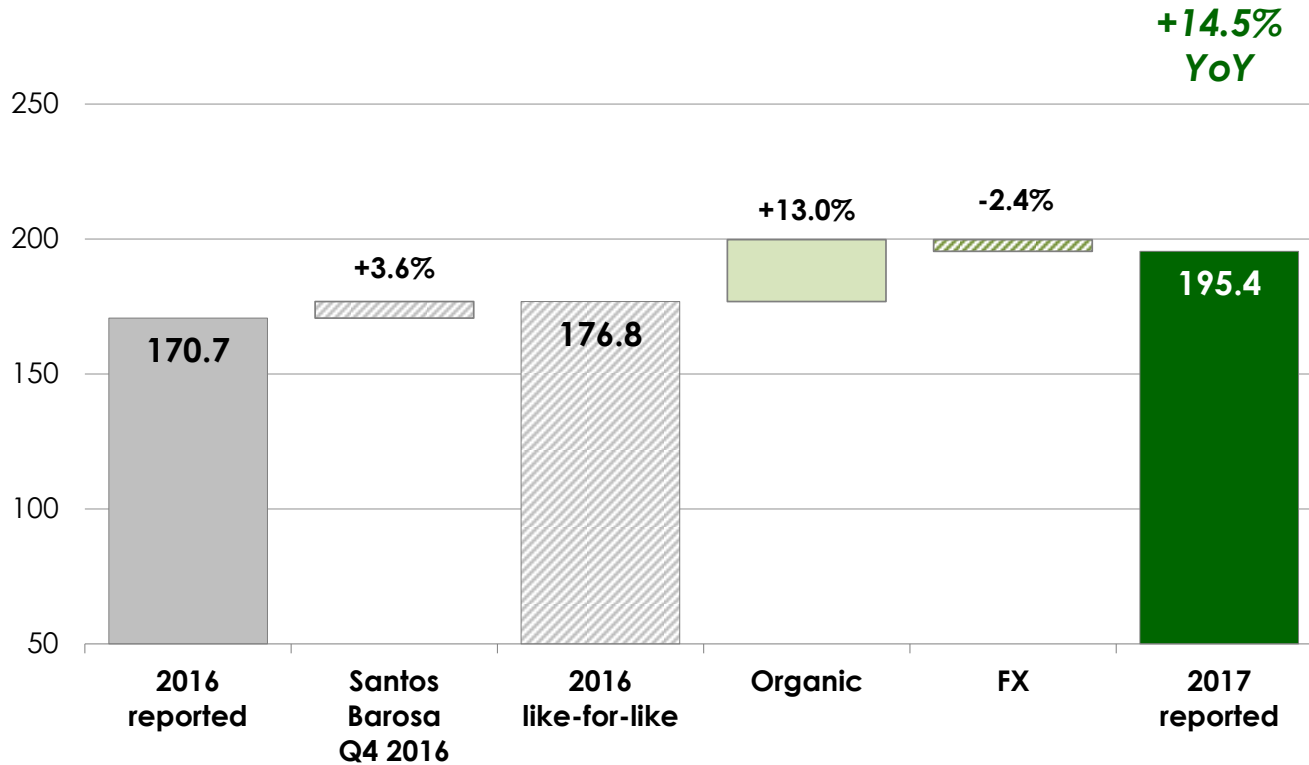
EUR million





YEAR OVER YEAR CHANGE

EUR million



EUR/GBP:
0.8195

EUR/GBP:
0.8767

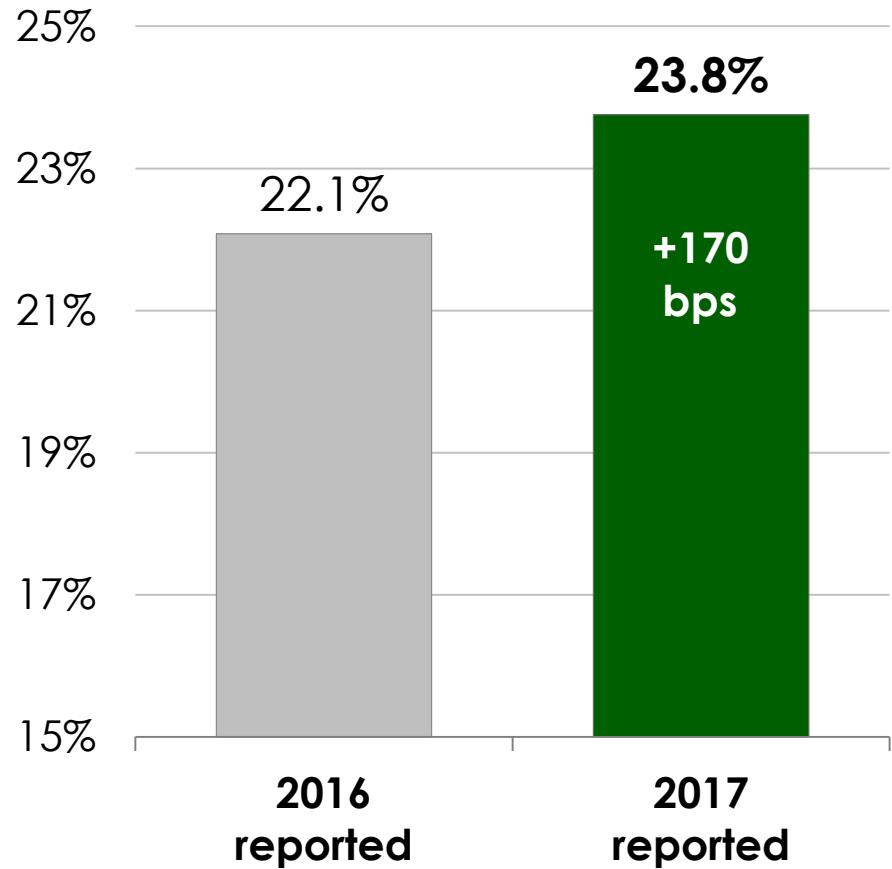


OPERATING MARGINS



YEAR OVER YEAR CHANGE

As percentage of sales

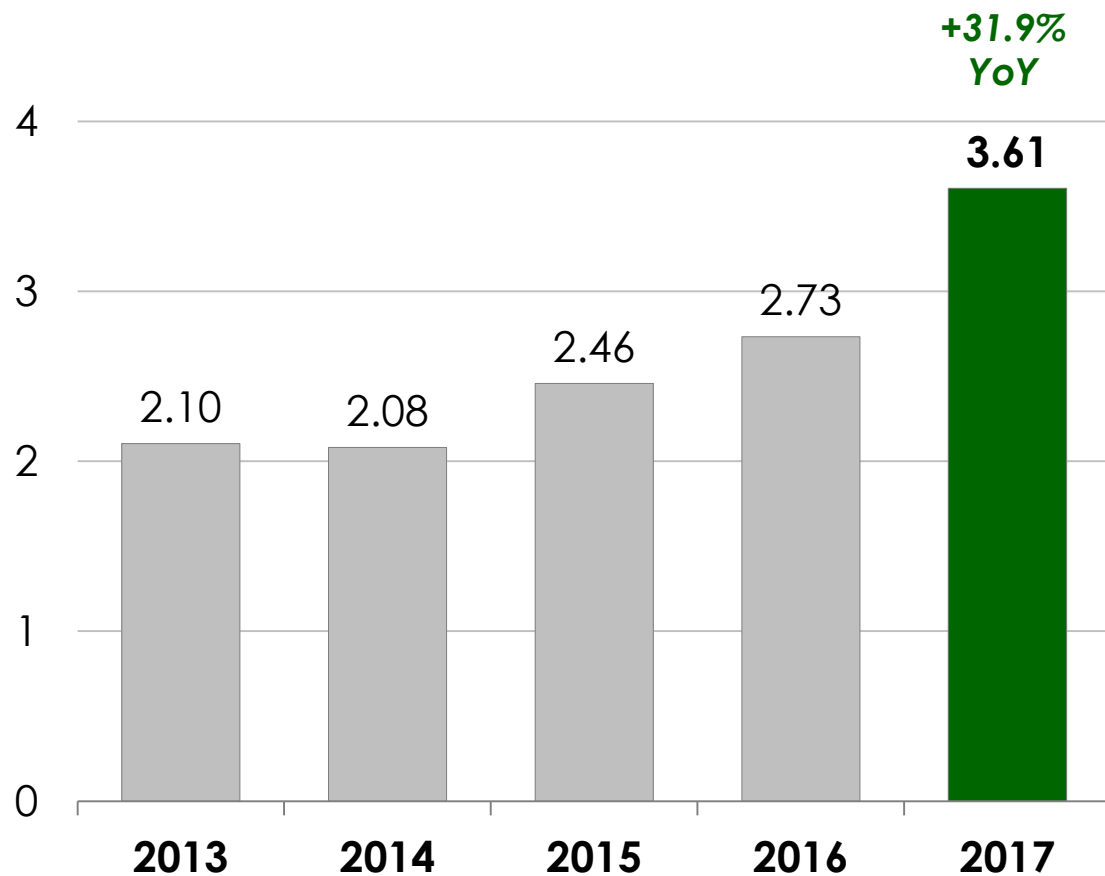


EARNINGS PER SHARE



EVOLUTION SINCE 2013

EUR per share

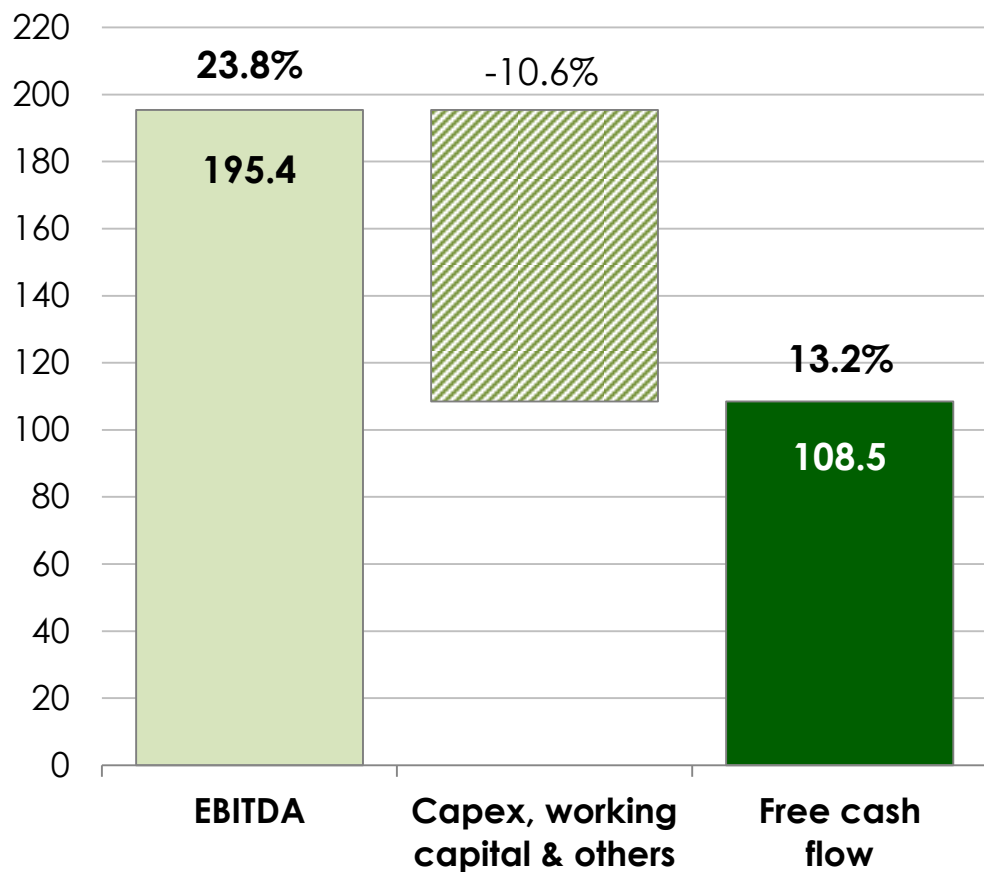


CASH PROFILE



FREE CASH FLOW GENERATION

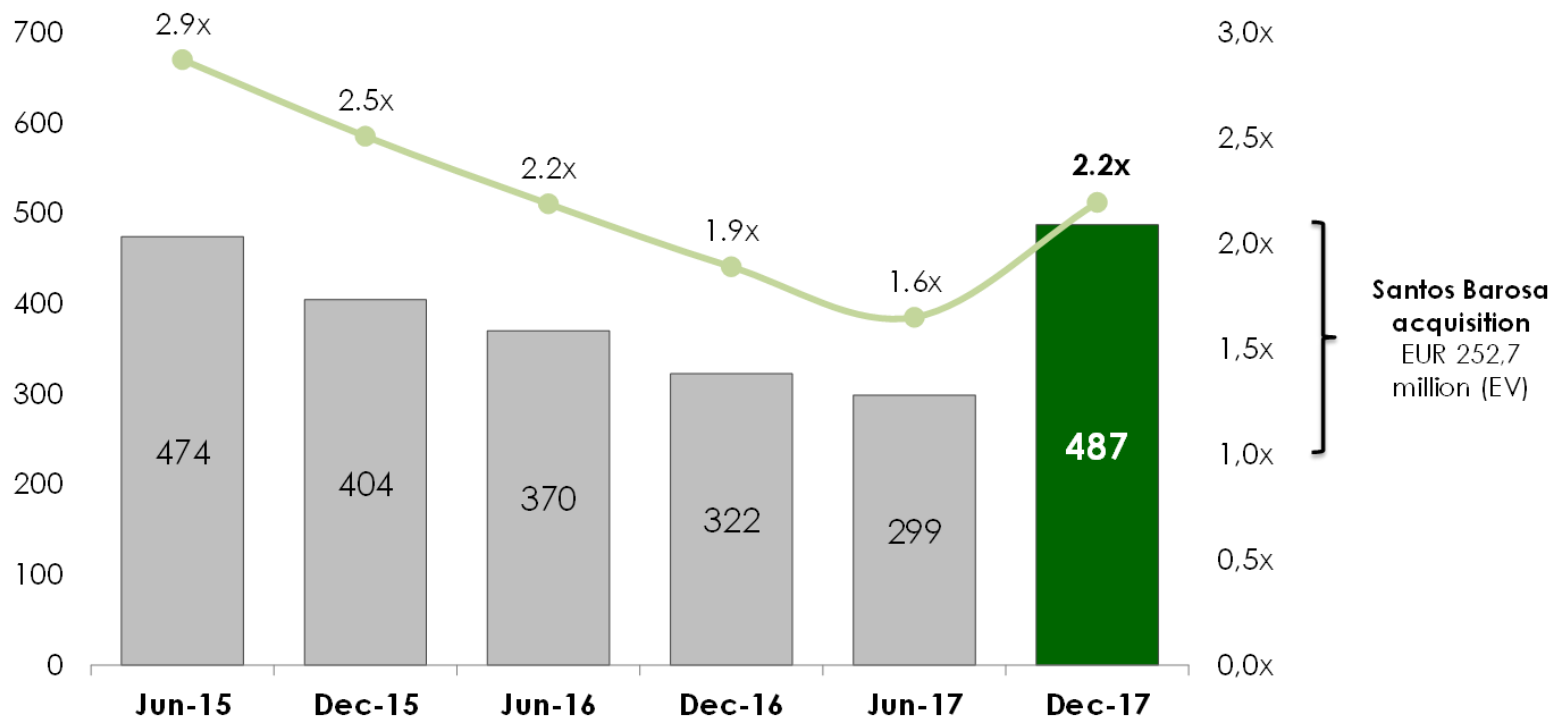
EUR million / as percentage of sales





SIX-MONTHLY EVOLUTION SINCE 2015

Debt in EUR million and times EBITDA



2017 MAIN HIGHLIGHTS



- ✓ **Sales in the year 2017 amounted to EUR 822.7 million**, showing an organic growth of 5.1% on a like-for-like and constant currency basis.
- ✓ **Operating profit, EBITDA, amounted to EUR 195.4 million** representing an operating margin of 23.8%.
- ✓ **Earnings per share rose 32%** over the same period last year.
- ✓ **Debt at year end stood at 2.2 times** last twelve months pro forma EBITDA.
- ✓ Vidrala has progressed on its **long-term business strategy**. Growth experienced in earning per share during 2017, reflects a business development consistent with the **strategic guidelines** and the immediate **earnings accretion** of the acquisition of Santos Barosa.



VIDRALA PROGRESSES, CONSOLIDATING ITSELF AS A
LARGER MULTINATIONAL COMPANY

*WITH LEADERSHIP POSITIONS IN REGIONS THAT ARE CONSIDERED STRATEGIC AND A STRONG
VOCATION TOWARDS THE DEVELOPMENT OF COMMERCIAL RELATIONSHIPS WITH CUSTOMERS*

